

**WASHINGTON STATE REGION 4 TRAINING COUNCIL**  
**NFA COURSE ANNOUNCEMENT**  
**EXECUTIVE SKILLS SERIES: INFLUENCING (ESS:I) (F/W518)**

- Objective:** The students will be able to design and implement an influence plan.
- Description:** Influencing is considered a critical leadership skill, particularly at the executive level. This course will examine how leaders successfully influence others to accomplish common goals. Formally planning to influence others will be a primary discussion area within the course. Case studies of executives influencing others will be analyzed to illustrate the challenges and opportunities associated with complex situations in the public sector.
- Cost:** \$20
- Class Size:** 26
- Length:** 14 hours. This course requires 2 full days of instruction with an extensive reading assignment on the evening of the first day. Class will go from 0830 till 1700 each day.
- Student Selection Criteria:**  
**General Audience:** Chief of department or equivalent; chief officers who head major bureaus or functions within a department (e.g., suppression, prevention, training, emergency medical services (EMS), etc.); and battalion-level officers of International Association of Fire Chiefs (IAFC) designated "metro-size" fire departments. This class is also open to those who aspire to any of these positions.
- Date:** October 14 and 15, 2006
- Location:** Snohomish Fire Department, 1525 Avenue D, Snohomish WA 98290  
Call 360-568-2141 for directions

Register online at [www.fftraining.org](http://www.fftraining.org)

